**“ASSESSING OBSERVATIONS AND COMMENTS”**

**(Alta Marlborough – Mixed-Use Residential-Retail Development)**

**From page 1**: My initial questions would be:

* What is the target timeframe for completion?

**Estimated Start: May 2023**

**Estimated completion: February 2025**

**Estimated Stabilization March 2026**

* Has a feasibility study (highest & best determination) possibly been completed by the developers with results showing that the number of rentable units are needed in this area along with various retail uses? And…what are the planned retail uses?

**There is a shortage of housing both for rent and for sale and in Massachusetts. Most rental communities in Marlborough are occupied above 95% which indicates a shortage of available units. We believe this to be the highest and best use based on its walkability to lifestyle amenities in the Downtown area and proximity to I-495 and employment.**

**Retail uses will be determined closer to opening as market conditions are likely to change between now and expected completion in February 2025. The retail space at corner of rail trail will be set up for a café/restaurant user. The retail space will be marketed after the project breaks ground.**

* Are there projected “Market Rents” forecasted upon completion? It may be difficult to estimate at this point!

**TBD based on market conditions 2.5 years from now.**

“Table one” – quotes a total of (28) affordable one-, two-, and three-bedroom units (approx. 10%), as compared to what was stated in the paragraph above (26 units).

**This was a typo. There will be 28 affordable units (10.1%).**

**From page 5:** Based on their projections for a Mixed-Use development and applying the current split tax rates to estimate potential tax revenue, the estimates seem reasonable. The unknowns or variables in two to three years would be market conditions, demand for rental units & what the potential asking rents might be, and what overall values and the applied tax rates may be at that time. Also, to keep in mind, beyond the development timeframe, is a leasing-up period. So, how long will it take to reach the projected occupancy goals set by the owners, and will the developers be looking for any concessions in value during this so-called ramping up period.

**The project is expected to take 12 months +/- to lease up. There will likely be a one-month concession of free rent during lease up as is typical in the market.**

**From page 6:** The “Motor Vehicle Excise Tax” revenue projections maybe a little overstated, but not exorbitant.

**The calculation was done using 318 vehicles. Given 276 units this would equate to an estimated 1.15/cars per unit. The developer typically sees a car/unit ratio of 1.25 and up to 1.5 in more suburban locations.**

**From page 10:** Footnote #6 at the bottom of the page references an estimate of $5,000 for the Lab space. What Lab space? I thought the project was only comprised of Apartments and Retail use.

**This was a typo, our apologies. This is meant to say “retail” not lab.**

Respectfully Submitted,

John Valade

Principal Assessor